

Negotiation Skills Workshop

What you will learn:

- How to manage timing & the timeline
- Understanding the other party's needs
- Framing the negotiation & anchoring
- Getting & giving concessions: when & what
- Strategic planning & positioning
- Distinguishing different types of outcomes
- Managing the internal negotiation
- Effective questioning skills & strategies
- Managing the environment and climate
- Knowing when to cooperate or compete

To register or for information visit:

<http://www.pre-think.com/events.php>

Date:

December 3-4, 2018

8:30 - 4:00

Location:

BCIT Downtown Campus

555 Seymour Street

Vancouver BC

Fee:

Regular Fee:

\$ 1,195 + GST

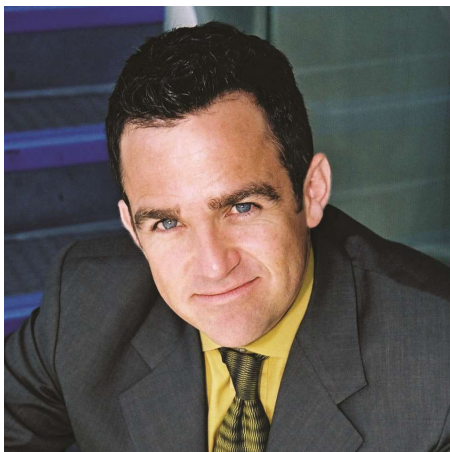
Early Bird Fee:

\$ 995 + GST

(before October 15, 2018)

Includes: materials, continental breakfast, lunch & coffee breaks

Workshop Leader:



Neil C Patton

As president of Pre-th!nk, Neil Patton helps organizations and individuals improve their negotiation outcomes. For the past 20 years he has functioned as negotiator, negotiation strategist, and trainer. He has advised across a wide diversity of industries and organizations ranging from mining companies to the Canadian military.